

Job Title: US IT Recruitment Manager - Domestic & Global

Location: [Remote]

Job Description:

We are seeking an experienced and dynamic US IT Recruitment Manager to lead our domestic and global recruitment teams. As the Recruitment Manager, you will be responsible for overseeing the entire recruitment process, from lead generation to successful candidate conversion, with a focus on direct client engagement and relationship management. Your leadership and strategic approach will be crucial in ensuring the acquisition of top-tier IT talent for both domestic and international positions.

Responsibilities:

1. Team Leadership and Management:

- Lead, mentor, and motivate a team of domestic and global recruiters to achieve recruitment targets and goals.
- Provide guidance, training, and feedback to ensure recruiters perform at their best.
- Develop and implement recruitment strategies and best practices to optimize team performance.

2. Lead Generation and Client Engagement:

- Take charge of generating direct client leads, both domestically and globally, through market research, networking, and strategic outreach.
- Establish and maintain strong relationships with existing and potential clients to understand their IT talent requirements.
- Conduct client meetings and presentations to showcase our recruitment services and capabilities.

3. Candidate Sourcing and Evaluation:

- Collaborate with recruiters to identify and attract top IT talent through various sourcing channels, including job boards, social media, and networking.
- Oversee candidate evaluation and screening processes to ensure the selection of qualified candidates for specific roles.

4. Conversion and Offer Management:

- Manage the end-to-end recruitment process, from initial candidate engagement to successful conversion and onboarding.
- Lead negotiations with clients and candidates to finalize employment offers and terms.
- Ensure a positive candidate experience throughout the recruitment journey.

5. Reporting and Analysis:

- Monitor recruitment metrics and performance data to assess the effectiveness of lead generation and conversion strategies.
- Provide regular reports and updates to senior management on recruitment outcomes.

Qualifications:

- Proven experience as an IT Recruitment Manager with a strong track record in domestic and global recruitment.
- In-depth understanding of the IT industry, IT roles, and technologies.
- Demonstrated success in direct client engagement and lead generation for IT recruitment.
- Excellent leadership and people management skills, with the ability to inspire and develop high-performing teams.
- Strong communication and relationship-building abilities to engage effectively with clients and candidates.
- Results-driven with a focus on achieving recruitment targets and objectives.
- Bachelor's degree in Human Resources, Business, IT, or a related field is preferred.

Note: IT Recruiters Responsible for IT Projects weekly 5 Closure.

Join our dynamic and rapidly expanding team, where you will play a vital role in shaping our organization's success through exceptional IT talent acquisition. If you are a strategic thinker with a passion for leading and motivating teams, we invite you to apply for this exciting opportunity.

To apply, please submit your updated resume and a cover letter detailing your relevant experience and achievements to haricornucopiatech@gmail.com.

We look forward to receiving your application and discussing how you can contribute to our continued growth and success.

Best regards,

HCTPL